

Message Text

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PAGE 01 BUENOS 05864 01 OF 04 311450Z

ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 OES-09 DOE-15 SOE-02 ICA-20
CIAE-00 INR-10 NSAE-00 DOEE-00 XMB-04 HA-05 /088 W
-----024184 311731Z /50

P R 311336Z JUL 78

FM AMEMBASSY BUENOS AIRES

TO USDOC WASHDC PRIORITY

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

AMCONSUL RIO DE JANEIRO

AMCONSUL SALVADOR

SECSTATE WASHDC 6741

UNCLAS SECTION 1 OF 4 BUENOS AIRES 5864

FOR OIM/SAD, W ALE, FROM ADVANCE OFFICER WATTS

E.O..11652 N/A

TAGS BEXP, BR, AR

SUBJECT PETROLEUM EXPLORATION/EXTRACTION TRADE MISSION
BRAZIL AND ARGENTINA ADVANCE REPORT

1. ADVANCE PROGRAMMING

A. DUTIES OF A/O WATTS CARRIED OUT AND COMPLETED IN
BRAZIL 17-24 JULY; IN ARGENTINA 25-29 JULY. THE
SUBSTANCE OF THE PROGRAM AND THE VARIOUS
SCHEDULES, SET FORTH BELOW MAY AT THIS POINT BE
CONSIDERED FIRM AND ACCURATE; IN THE EVENT OF
ANY SUBSTANTIVE CHANGES OR MODIFICATIONS, THE
VARIOUS FS POSTS INVOLVED ARE REQUESTED TO
COMMUNICATE SAME IMMEDIATELY TO COMMERCE AND
OTHER CONCERNED ADDRESSEES.

B. THE MISSION PROGRAM BOTH IN BRAZIL AND ARGENTINA
HAS BEEN STRUCTURED IN CONSONANCE WITH, AND IN
RESPONSE TO THE CONSENSUS OF PRIMARY INTERESTS
AND OBJECTIVES OF THE MISSION MEMBERS, PLUS THE
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PAGE 02 BUENOS 05864 01 OF 04 311450Z

SUGGESTIONS AND RECOMMENDATIONS OF USDOC AND THE
FS POSTS IN BRAZIL AND ARGENTINA. IN THE LATTER
CONTEXT, THE A/O WISHES TO ACKNOWLEDGE AND
EXPRESSES THE APPRECIATION FOR THE EXCELLENT SUPPORT
AND COOPERATION RECEIVED FROM THE RESPECTIVE
AMBASSADORS, THEIR STAFFS, AND IN PARTICULAR THE
CONSULAR AND ECONOMIC/COMMERCIAL OFFICERS AND

FSL PERSONNEL IN BOTH COUNTRIES WHO WORKED WITH THE A/O DURING THE PREPARATORY STAGE AND THE CONTINUING PHASES YET TO BE IMPLEMENTED PRIOR TO AND DURING THE VISIT OF THE T/M IN BRAZIL AND ARGENTINA.

ADDITIONALLY, A/O APPRECIATES THE EQUAL SUPPORT AND ASSISTANCE OF ICA STAFF IN MATTERS RELATING TO PUBLICITY, PRINTING AND PHOTOGRAPHIC COVERAGE CONNECTED WITH MISSIONS ACTIVITIES.

2. BRAZIL

A. SUMMARY OF MARKET POTENTIAL.

IN AN ATTEMPT TO REDUCE BRAZIL'S LARGE PETROLEUM IMPORT BILL - CURRENTLY RUNNING AT ABOUT \$4 BILLION ANNUALLY, FOR MORE THAN 80 PERCENT OF THE COUNTRY'S TOTAL OIL REQUIREMENTS, THE STATE-OWNED OIL MONOPOLY, PETROLEO BRASILEIRO S.A. (PETROBRAS), PLANS TO DRILL OVER 500 WELLS DURING THE NEXT 4 YEARS, AT AN ESTIMATED COST OF ABOUT \$1.5 BILLION DOLLARS. SOME 325 OF THESE WELLS WILL BE DRILLED OFFSHORE, WHERE A PROJECTED \$1.16 BILLION WILL BE SPENT DURING THE 1978-1981 PERIOD. IN CONNECTION WITH THIS GIANT OFFSHORE EXPLORATION EFFORT, OVER 30 RIGS (DRILLSHIPS, SEMI-SUBMERSIBLES AND PLATFORMS) ARE IN OPERATION OFF THE 7,500 KM BRAZILIAN COASTLINE, AND AS MANY AS 45-50 COULD BE UNCLASSIFIED

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PAGE 03 BUENOS 05864 01 OF 04 311450Z

WORKING IN BRAZILIAN WATERS OVER THE NEXT 4 YEARS. IN FACT, HALF OF BRAZIL'S RECOVERABLE PETROLEUM RESERVES, TALLING ABOUT A BILLION BARRELS AND SOME 17.5 BILLION CUBIC METERS OF NATURAL GAS, ARE LOCATED ON THE CONTINENTAL SHELF. RECENTLY, IN ORDER TO SPEED UP EVEN FURTHER THE PACE OF OFFSHORE OIL EXPLORATION, A NUMBER OF FOREIGN COMPANIES HAVE BEEN ALLOWED TO BID FOR "RISK" (SERVICE) CONTRACTS FOR OFFSHORE OIL EXPLORATION; A TOTAL OF 17 SUCH CONTRACTS HAVE ALREADY BEEN SIGNED DURING THE FIRST TWO RISK CONTRACT ROUNDS. (A THIRD ROUND, POSSIBLY OFFERING RISK CONTRACTS FOR ONSHORE AREAS FOR THE FIRST TIME, MAY BE HELD IN LATE 1978).

IN ADDITION TO BRAZIL'S MASSIVE PETROLEUM EXPLORATION EFFORTS - INCLUDING THE WORLD'S SECOND LARGEST OFFSHORE SEARCH, SUPPASSED ONLY BY EXPLORATION IN THE UNITED STATES-PETROBRAS HAS EMBARKED ON AN ESTIMATED \$2 BILLION PROGRAM TO DEVELOP PRODUCTION FROM OFFSHORE AREAS, PARTICULARLY THE CAMPOS BASIN, LOCATED NEAR BRAZIL'S MAIN OIL CONSUMING AREA - THE RIO-SAO PAULO INDUSTRIAL

CORRIDOR - AND EXPECTED TO BE PRODUCING OVER
200,000 BARRELS/DAY BY THE 1980'S. DEVELOPMENT OF
NEWLY DISCOVERED, PROMISING OFFSHORE OILFIELDS IS
ALSO TAKING PLACE IN NORTHEASTERN BRAZIL. BY 1978,
TOTAL OFFSHORE OIL PRODUCTION REACHED 14 MILLION
BARRELS OF OIL AND 598,860,000 CUBIC METERS OF GAS
A YEAR, WITH NEARLY 25 PER CENT OF BRAZIL'S PRESENT DAILY
AVERAGE OIL PRODUCTION OF 171,000 BARRELS COMING
FROM OFFSHORE AREAS. IN ADDITION, INTENSIVE EFFORTS
ARE BEING MADE, THROUGH THE USE OF SECONDARY
RECOVERY TECHNIQUES, TO INCREASE YIELDS FROM ALREADY
EXISTING ONSHORE FIELDS NEAR SALVADOR, IN BAHIA
STATE.
IN SUM, BRAZIL'S RAPIDLY EXPANDING PETROLEUM
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PAGE 04 BUENOS 05864 01 OF 04 311450Z

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PAGE 01 BUENOS 05864 02 OF 04 311521Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 OES-09 DOE-15 SOE-02 ICA-20
CIAE-00 INR-10 NSAE-00 DOEE-00 XMB-04 HA-05 /088 W
-----024456 311732Z /50

P R 311336Z JUL 78
FM AMEMBASSY BUENOS AIRES
TO USDOC WASHDC PRIORITY
INFO AMEMBASSY BRASILIA
AMCONSUL SAO PAULO
AMCONSUL RIO DE JANEIRO
AMCONSUL SALVADOR
SECSTATE WASHDC 6742

UNCLAS SECTION 2 OF 4 BUENOS AIRES 5864

FOR OIM/SAD, W ALE, FROM ADVANCE OFFICER WATTS

INDUSTRY OFFERS EXCITING PROSPECTS FOR AMERICAN
MANUFACTURERS OF OIL EXPLORATION AND PRODUCTION
EQUIPMENT AND SERVICES. THE SCALE OF THE
BRAZILIAN EFFORT, WHICH IS APPROACHING \$1 BILLION

A YEAR, PLUS THE COUNTRY'S INCREASING REQUIREMENTS FOR ADVANCED TECHNOLOGY, BOTH FOR EXPLORATION IN EVER-DEEPER OFFSHORE AREAS AND BECAUSE OF MAJOR EFFORTS TO ENHANCE PRODUCTIONS BY SECONDARY RECOVERY TECHNIQUES, POINT UP AN OUTSTANDINGLY ATTRACTIVE MARKET FOR US SUPPLIERS OF PETROLEUM INDUSTRY-RELATED PRODUCTS AND SERVICES.

B. LOGISTICAL ARRANGEMENTS - BRAZIL

1)- SUNDAY, AUGUST 20

06:25 ARRIVE RIO DE JANEIRO (RIO INTERNATIONAL AIRPORT) VIA PA-441.

MET AND ASSISTED BY RESOURCE (AND CONTROL) OFFICER, PETER HANSEN.

08:30 DEPART RIO INTERNATIONAL AIRPORT FOR BRASILIA, (VP -090).

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PAGE 02 BUENOS 05864 02 OF 04 311521Z

10:00 ARRIVE BRASILIA

MET AND ASSISTED BY JOHN BASH, COMMERCIAL ATTACHE (SECOND CONTROL OFFICER).

ARRANGEMENTS AT HOTEL NACIONAL, ONE SUITE AT US \$92.00; ONE DOUBLE AT \$35.00; 16 SINGLES AT \$31.00. T/M MEMBERS ARE ENTITLED TO A 10 PERCENT DISCOUNT. CONTINENTAL BREAKFAST INCLUDED. MAJOR CREDIT CARDS ACCEPTED, BUT DISCOUNT ALLOWED ONLY FOR CRUZEIRO (CASH) OR TRAVELERS CHECK PAYMENT.

15:00 (OPTIONAL) BRIEF SIGHTSEEING TOUR OF BRASILIA HOSTED BY C/O BASH.

18:00 MISSION DIRECTOR'S MEETING IN HOTEL SUITE, FOLLOWED BY FREE EVENING.

2) - MONDAY, AUGUST 21

09:30 PICK UP AT HOTEL FOR AMEMBASSY.

09:30 WELCOME AND OPENING REMARKS BY AMBASSADOR SAYRE; BACKGROUND BRIEFING BY EMBASSY STAFF.

11:30 (TENTATIVE) BRIEFING AT CDI.

14:00 GROUP VISIT TO MINISTRY OF MINES AND ENERGY; MEETING WITH MINISTER SHIGEAKI UEKI (TENTATIVE); PRESENTATION BY GOB ON PERTINENT THEMES RELATED TO ENERGY/PETROLEUM SECTORS.

16:00 RETURN TO HOTEL.

18:30 PICKUP AT HOTEL TO GO TO AMBASSADOR'S RESIDENCE.

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PAGE 03 BUENOS 05864 02 OF 04 311521Z

19:00-20:30 RECEPTION HOSTED BY AMBASSADOR.

20:45 RETURN TO HOTEL: EVENING FREE.

3) - TUESDAY, AUGUST 22
07:45 DEPART BRASILIA (QD-401).

09:05 ARRIVE RIO.

MET BY RESOURCE OFFICER, PETER HANSEN.
BAGGAGE SENT SEPARATELY TO OTHON PALACE HOTEL
(COPACABANA), AVE. ATLANTICA 3264, TEL (021)
255-8812; TELEX (021)22655, WHILE TRADE MISSION
MEMBERS PROCEED TO CONSULATE GENERAL.

09:50 ARRIVE CONSULATE GENERAL.

10:00 BRIEFING BY CONSULATE GENERAL STAFF.

11:30 DEPART FOR OTHON PALACE HOTEL.

12:00 ARRIVE HOTEL: CHECK-IN, LUNCH.
HOTEL ARRANGEMENTS: ONE "PARLOR ROOM" (SUITE) AT
\$52.00; ONE DOUBLE ROOM, \$56.00; 16 SINGLES
AT \$47.00, C/BREAKFAST INCLUDED, MAJOR CREDIT
CARDS ACCEPTED; DISCOUNT ONLY FOR CASH OR T/
CHECKS.

14:30 DEPART HOTEL FOR PETROBRAS.

15:00-17:30 WELCOME REMARKS BY PETROBRAS
PRESIDENT GEN. ARAKEN FOLLOWED BY PETROBRAS
STAFF PRESENTATION.

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PAGE 04 BUENOS 05864 02 OF 04 311521Z

17:45 ARRIVE CONSULATE GENERAL.

18:00 - 20:00 RECEPTION.
REMAINDER OF EVENING FREE (TRANSPORTATION WILL BE
PROVIDED TO OTHON PALACE HOTEL).

4) - WEDNESDAY, AUGUST 23
MORNING, LUNCH AND EARLY AFTERNOON FREE FOR INDIVIDUAL APPOINTS.

16:15 DEPART OTHON PALACE HOTEL.

16:30 ARRIVE BNDE (FINAME) FOR BRIEFING. (N.B. THIS IS ONLY TIME AVAILABLE FOR BRIEFING AT BNDE.)

17:30 DEPART BNDE FOR OTHON PALACE.
EVENING FREE.

5) - THURSDAY, AUGUST 24

06:15 DEPART OTHON PALACE HOTEL

07:15 ARRIVE RIO INTERNATIONAL AIRPORT.

08:00 DEPART RIO FOR SALVADOR (SC 348). (GROUP ACCOMPANIED BY RIO COMMERCIAL OFFICER, LAWRENCE BENEDICT.)

09:50 ARRIVE SALVADOR. MET BY AMCONSUL PETER WHITNEY.

10:30 PRESENTATION BY LOCAL PETROBAS ENGINEERING, PRODUCTION AND MAINTENANCE STAFF AT THEIR HEAD-
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PAGE 05 BUENOS 05864 02 OF 04 311521Z

QUARTERS.

12:30 WORKING LUNCHEON HOSTED BY AMCONSUL AT CLOSE-

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PAGE 01 BUENOS 05864 03 OF 04 311713Z
ACTION ARA-14

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CIAE-00 INR-10 NSAE-00 DOEE-00 XMB-04 HA-05 /088 W
-----025257 311732Z /50
P R 311336Z JUL 78

FM AMEMBASSY BUENOS AIRES
TO USDOC WASHDC PRIORITY
INFO AMEMBASSY BRASILIA
AMCONSUL SAO PAULO
AMCONSUL RIO DE JANEIRO
AMCONSUL SALVADOR
SECSTATE WASHDC 6743

UNCLAS SECTION 3 OF 4 BUENOS AIRES 5864

FOR OIM/SAD, W ALE, FROM ADVANCE OFFICER WATTS

BY RESTAURANT AS CONTINUING PART OF ABOVE PROGRAM.
ADDITIONAL DIALOGUE OR POSSIBLE SHORT INSPECTION OF
FACILITIES AS PERMITTED BY TIME.

16:00 LEAVE FOR AIRPORT.

17:45 DEPART SALVADOR FOR ARACAJU (QD 502)

18:30 ARRIVE ARACAJU. ALL VEHICLE TRANSPORTATION WHILE
HERE BEING FINALIZED BY AMCONSUL, SALVADOR.
PROCEED TO HOTEL BEIRA MAR.
TEL. (079) 223-1921; TELEX (079) 0711697.
ACCOMODATIONS: 17 TWIN BED ROOMS, \$23.00 DAILY (SUB-
JECT TO POSSIBLE 20 PERCENT INCREASE BY AUGUST 1).
NO SPECIAL SUITES AVAILABLE; DIRECTOR'S MEETING POS-
SIBLE PERIPHERAL LOBBY FACILITIES, OTHER. ONLY
BANKAMERICARD ACCEPTED, OTHERWISE TRAVSCHECKS OR CRU-
ZEIRO CURRENCY.
DINNER. DIRECTOR'S BRIEFING AND MEETING, AS REQUIRED.
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BUENOS 05864 03 OF 04 311713Z

COULD ALSO ARRANGE POSSIBLE INITIAL SOCIAL MEETING/
REFRESHMENTS AT HOTEL WITH SELECTED LOCAL PETROBAS
STAFF PRIOR FRIDAY SCHEDULE. OTHERWISE EVENING FREE.

6) - FRIDAY, AUGUST 25

06:45 PICK UP AND DEPART HOTEL FOR NEARBY PETROBAS
HEADQUARTERS.

07:00 TRIP VIA PETROBAS COMFORTABLE CABIN CRUISER BOAT
TO OFFSHORE PLATFORM RIG INSTALLATIONS AND RETURN.
(APPROXIMATELY 4 HOURS ELAPSED TIME). OPPORTUNITY
DURING TRIP FOR MUTUAL EXCHANGE, DIALOGUE BETWEEN
MISSION MEMBERS AND ACCOMPANYING P/B STAFF.

11:00 RETURN TO HOTEL. LUNCH, FREE TIME.

13:00 ANY FOLLOW UP ACTIVITIES, APPOINTMENTS; POSSIBLY
A PERIPHERAL PRESENTATION BY PETROBAS THEIR LOCATION.

15:15 DEPART DIRECT FROM ABOVE, OR HOTEL FOR AIRPORT.

16:40 DEPART ARACAJU FOR RIO (RG 343).
SPECIAL NOTE. IN THE UNLIKELY EVENT THAT HEAVY STOPS
DUE TO WIND CONDITIONS SOMETIMES PREVALENT IN AUGUST
PRECLUDE THE BOAT TRIP TO THE RIGS, PETROBAS OFFICIALS
SUGGEST ALTERNATIVE PLAN: VISIT ONSHORE ATALAIA FACILITIES
IN ARACAJU AND OPPORTUNITY FOR DIALOGUE
MEETINGS WITH MISSION MEMBERS.

19:50 ARRIVE RIO.
MET BY RESOURCE OFFICER, PETER HANSEN.

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PAGE 03 BUENOS 05864 03 OF 04 311713Z

21:45 ARRIVE OTHON PALACE HOTEL.
EVENING FREE.

7) - SATURDAY, AUGUST 26
MORNING, LUNCH AND EVENING FREE FOR INDIVIDUAL AP-
POINTMENTS AND FOLLOW UP.

8) - SUNDAY, AUGUST 27

06:00 DEPART OTHON PALACE HOTEL FOR RIO INTERNATIONAL
AIRPORT. ACCOMPANIED BY RESOURCES OFFICER, PETER
HANSEN.

06:45 ARRIVE AIRPORT.

08:30 DEPART RIO FOR BUENOS AIRES, (PANAM 201).

C. BUDGET - BRAZIL

1) TRANSPORTATION	600	
2) TRANSLATING AND PRINTING		250
3) SECRETARIAL SERVICES	300	
4) INTERPRETERS	300	
5) MISSION SUITES AND DIRECTORS ROOM	775	
6) RESERVE FOR CONTINGENCY		775
7) TOTAL O & A	300	
7) HOSPITALITY	1170	
8) RESERVE	230	
TOTAL HOSPITALITY		1400
TOTAL BUDGET	4400	

3. ARGENTINA

A. SUMMARY OF MARKET POTENTIAL.

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PAGE 04 BUENOS 05864 03 OF 04 311713Z

IN 1977, ARGENTINA'S CRUDE OIL PRODUCTION WAS 24,849,400 CUBIC METERS, AND IMPORTS WERE 3,512,200 CUBIC METERS. GAS PRODUCTION FOR THE YEAR WAS 12.08 BILLION CUBIC METERS. COST OF THESE IMPORTS WAS US\$297.7 MILLION. IMPORTS COVERED ROUGHLY 15 PERCENT OF TOTAL DEMAND.

ARGENTINA WILL ATTEMPT TO REDUCE THE GAP BETWEEN DEMAND AND PRODUCTION, THROUGH AN AMBITIOUS EXPLORATION AND DEVELOPMENT PROGRAM. YACIMIENTOS PETROLIFEROS FISCALES (60*), THE GOVERNMENT OWNED OIL COMPANY, HAS SIGNED 17 CONTRACTS WITH PRIVATE OPERATORS IN RECENT MONTHS FOR THE REACTIVATION OF AS MANY FIELDS FORMERLY OPERATED BY YPF ON LAND. ALSO SIGNED RECENTLY BY YPF WAS A CONTRACT FOR THE EXPLORATION AND DEVELOPMENT OF A LARGE COMBINED (OFF-SHORE AND ON-LAND) ARE IN TIERRA DEL FUEGO. 19 MORE AREAS WILL BE TNERED IN THE IMMEDIATE FUTURE, INCLUDING 4 OFF-SHORE (APPROXIMATELY 100,000 SQUARE KM., WHICH 40 PERCENT OFF-SHORE).

YPF'S BUDGET FOR 1978 ASSIGNS US\$800 MILLION TO EXPLORATION (30 PERCENT PRODUCTION (70 PERCENT). 640 NEW WELLS ARE TO BE DRILLED, OF WHICH 140 ARE EXPLORATORY. SEISMIC, GEOLOGICAL AND GEO-PHYSICAL ACTIVITES ARE TO BE GREATLY INTENSIFIED, USING BOTH YPF'S OWN CREWS, AND OUTSIDE CONTRACTORS (MOSTLY U.S.). PRIVATE ACTIVITY IS NOT INCLUDED IN THESE FIGURES. THE MARKET FOR U.S. PRODUCTS AND SERVICES FOR THE OIL INDUSTRY IS EXPECTED TO EXPAND TO US\$28 MILLION IN 1979 AND 1980.

FOLLOWING IS ADDITIONAL COMMENT FROM EMBASSY RE EFFECT OF U.S. HUMAN RIGHTS POLICY ON TRADE WITH ARGENTINA:

USDOC MAY WISH (AFTER CONSULTING WITH US AGENCIES INVOLVED) CALL MISSION MEMBER'S ATTENTION TO CURRENT EFFECT OF US HUMAN RIGHTS POLICY ON EXIM FINANCING IN CONNECTION WITH SALES TO ARGENTINA. WE UNDERSTAND EXIM IS NOT AT PRESENT APPROVING LOANS, GUARANTEES OR INSURANCE AND THAT EXPORT LICENSES HAVE BEEN WITHELD ON BASIS OF USG ASSESSMENT OF HUMAN RIGHTS SITUATION IN ARGENTINA. MISSION MEMBERS SHOULD BE

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PAGE 05 BUENOS 05864 03 OF 04 311713Z

AWARE AT LEAST FOR BACKGROUND OF THIS POTENTIAL PROBLEM FOR

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PAGE 01 BUENOS 05864 04 OF 04 311639Z

ACTION ARA-14

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FM AMEMBASSY BUENOS AIRES
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AMCONSUL SAO PAULO
AMCONSUL RIO DE JANEIRO
AMCONSUL SALVADOR
SECSTATE WASHDC 6744

UNCLAS SECTION 4 OF 4 BUENOS AIRES 5864

FOR OIM/SAD, W ALE, FROM ADVANCE OFFICER WATTS

SOME SALES TO ARGENTINA.

B. LOGISTICAL ARRANGEMENTS - ARGENTINA

1) SUNDAY, AUGUST 27

11:35 ARRIVE BUENOS AIRES (EZEIZA INTL AIRPORT) VIA
PA 201.
MET AND ASSISTED BY COMMERCIAL ATTACHE (AND CONTROL OF-
FICER). GEORGE KELLY. GROUP TRANSPORTATION PROVIDED TO
HOTEL.

13:00 CHECK IN AT BUENOS AIRES SHERATON HOTEL, SAN MARTIN
1225, TEL. 31-6311 OR 31-6321; TELEX (392) 12-2541. AC-
COMMODATIONS: 16 SINGLES AT \$42/DAY; 1 MISSION SUITE AND
DIRECTOR'S ROOM, \$84 (ALL PRICES REPRESENTING SUBSTANTIAL
DISCOUNT); ONE PUBLIC MEETING ROOM AS CENTRAL SITE FOR
MEMBERS' APPOINTMENTS (AUGUST 29-30), TOTAL \$910.
LUNCH. BALANCE OF AFTERNOON FREE.
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PAGE 02 BUENOS 05864 04 OF 04 311639Z

18:30 MISSION DIRECTOR'S MEETING IN MISSION SUITE. BALANCE OF
EVENING FREE.

2) MONDAY, AUGUST 28

08:00 PICK UP AT HOTEL FOR AMEMBASSY

08:30 WELCOME AND OPENING REMARKS BY AMBASSADOR CASTRO;BA
BACKGROUND BY EMBASSY STAFF.

10:00 DEPART EMBASSY.

10:30 ARRIVE AT THE SECRETARIAT OF ENERGY (SEE) FOR WEL-
COME AND INTRODUCTORY REMARKS BY ENERGY SECRETARY, DANIEL
BRUNELLA;
PRESENTATION AND BRIEFING BY SEE STAFF.

12:45 DEPART SEE FOR HOTEL; TRANSPORTATION PROVIDED.
LUNCH FREE TIME.

14:30 PICK UP AT HOTEL.

15:00 ARRIVE AT YPR (YACIMIENTOS PETROLIFEROS FISCALES).
WELSMING REMARKS BY YPF PRESIDENT, RAUL ONDARTS, FOL-
LOWED BY PRESENTATION/BRIEFING BY YPF SECTORAL MANAGERS,
OTHER STAFF.

17:15 DEPART YPF FOR HOTEL.

19:30 PICK UP AND DEPART FOR AMBASSADOR'S RECEPTION.
(N.B.: PRESENT PLANS CALL FOR THIS EVENT TO BE HELD AT
EMBASSY RESIDENCE; EXACT SITE WILL BE CONFIRMED ASAP).

20:00 - 21:30 AMBASSADOR'S RECEPTION (TIME TENTATIVE)
UNCLASSIFIED

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PAGE 03 BUENOS 05864 04 OF 04 311639Z

21:45. PICK UP AND RETURN TO HOTEL; EVENING FREE.

3) TUESDAY, AUGUST 29

09:00 - 13:00

14:30 -18:00 ALL DAY AVAILABLE TO MEMBERS FOR INDIVI-
DUAL APPOINTMENTS, FOLLOW UPS, ETC. AT CENTRAL SITE IN
THE "MARTIN FIERRO" MEETING ROOM OF THE SHERATON HOTEL.
PHYSICAL ARRANGEMENTS CALL FOR 15 INDIVIDUAL TABLES WITH
CHAIRS, ADEQUATELY SPACED IN ROOM, AVAILABLE TO MEMBERS
(AND DIRECTOR) AS WORKING AREA FOR THEIR DISCUSSION,
CONTACT WITH VISITORS. SECRETARY/RECEPTIONIST ON DUTY.
COFFEE TABLE PROVIDED.

4) WEDNESDAY, AUGUST 30

09:00 - 13:00

14:30 - 18:00 SIMILAR SCHEDULE AS FOR TUESDAY.

ENTIRE DAY AVAILABLE FOR APPOINTMENTS.

N.B. WHILE THE HOTEL MEETING ROOM SITE WILL BE AVAILABLE BOTH DAYS FOR MEMBER'S USE, THIS DOES NOT PRECLUDE EFFECTING APPOINTMENTS OR VISITS TO OTHER LOCATIONS AS MAY BE REQUIRED OR DESIRED BY THE T/N MEMBERS OR THEIR CONTACTS. BETWEEN NOW AND THE DATE OF MISSION'S ARRIVAL IN B.A., THE POST WILL BE ACTIVELY ENGAGED IN PUBLICIZING THE MISSION'S WORK AND IT IS EXPECTED THAT THIS FACT WILL RESULT IN MANY REQUESTS FOR APPOINTMENTS WITH INDIVIDUAL MEMBERS. ALSO A SUBSTANTIAL MEMBER OF APPOINTMENTS AND FOLLOW UP CONTACT REQUEST SHOULD EMERGE AS A RESULT OF THE MISSION'S FIRST DAY VISITS TO SEE AND YPF, AND THE EMBASSY RECEPTION.

18:00 TRADE MISSION OFFICIALLY TERMINATES AT THIS POINT.

UNCLASSIFIED

UNCLASSIFIED

PAGE 04 BUENOS 05864 04 OF 04 311639Z

MEMBERS WILL FOLLOW THEIR INDIVIDUAL TRAVEL SCHEDULES.

NOTE: THE FIELD TRIP TO COMODORO RIVADAVIA, ORIGINALLY CONSIDERED FOR THURSDAY, AUGUST 31, WAS CANCELLED DUE TO PRACTICAL CONSIDERATIONS OF DISTANCE INVOLVED, TIME AVAILABLE AND A REASSESSMENT OF THE BENEFIT ACCRUING TO THE MEMBERS FROM A VISIT TO THIS OFFSHORE OPERATIONAL SITE.

C. BUDGET - ARGENTINA

1) CONFERENCE/MEETING ROOM

(MEMBERS APPOINTMENTS) 910

2) MISSION SUITE 336

3) PRINTING 100

4) PHOTOGRAPHY 30

5) INTERPRETERS 240

6) SECRETARIAL 120

TOTAL O & A 1736

7) HOSPITALITY 500

RESERVE 64

TOTAL HOSPITALITY 64

TOTAL BUDGET 2300

4. SUMMARY CONCLUSIONS

THE A/O'S SUMMARY CONCLUSION AND ASSESSMENT OF THE PRESENT TRADE MISSION TO BRAZIL AND ARGENTINA, POSSIBLY THE LARGEST NUMERICALLY AND OF SUCH HIGH EXECUTIVE LEVEL EVER SPONSORED BY THE US GOVERNMENT TO LATIN AMERICA APPEARS TO BE MOST OPPORTUNE AND TIMELY. THE

THEME OF PETROLEUM EXPLORATION AND EXTRACTION, WITHIN THE
GREATER CONTEXT OF ENERGY SOURCES, MERITS AND IS RE-
CEIVING THE HIGHEST PRIORITY IN BOTH BRAZIL AND ARGENTINA.
UNCLASSIFIED

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PAGE 05 BUENOS 05864 04 OF 04 311639Z

AS SUCH, ARRIVAL OF THIS IMPORTANT
GROUP FROM THE US PRIVATE INDUSTRY SECTOR.
IS GENERATING PARTICULAR-
LY HIGH INTEREST IN THE CONCERNED QUARTERS AND AT THIS
POINT MUCH SUCCESS APPEARS TO AUGUR FOR THE MISSION DURING
ITS VISIT TO BOTH THESE COUNTRIES.

5. COMMERCE MAY WISH COPY THIS REPORT BE REPRODUCED AND
SENT TO MISSION MEMBERS.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 31 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BUENOS05864
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780313-0435
Format: TEL
From: BUENOS AIRES
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t1978071/aaaaaaez.tel
Line Count: 675
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
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Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 13
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1841559
Secure: OPEN
Status: NATIVE
Subject: PETROLEUM EXPLORATION/EXTRACTION TRADE MISSION BRAZIL AND ARGENTINA ADVANCE REPORT
TAGS: BEXP, BR, AR
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/c407366a-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014